

Message Text

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PAGE 01 LAGOS 03942 071650Z

43

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SP-03

CIEP-02 LAB-06 SIL-01 OMB-01 L-03 DRC-01 DODE-00

PA-04 USIA-15 PRS-01 IGA-02 /113 W

----- 062773

P R 071615Z MAY 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC PRIORITY 3907

INFO AMCONSUL IBADAN

AMCONSUL KADUNA

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E.O. 11652: N/A

TAGS: BEXP, ETEL, NI

SUBJECT: TELECOMMUNICATIONS: RIVERS STATE TV/RADIO PROJECT

REF: A. LAGOS 2928, B. STATE 091293:

1. EMBASSY WELCOMES ANY EFFORTS TELCOM CAN MAKE TO SALVAGE RIVERS STATE TV/RADIO PROJECT, FROM STANDPOINT OF BOTH COMMERCIAL INTEREST AND ENHANCEMENT U.S. BUSINESS IMAGE IN NIGERIA, AND WE THUS ENCOURAGE STOTSKY VISIT.

2. AS PAGE LEARNED THROUGH HARD EXPERIENCE, ENLISTMENT OF FMG SUPPORT FOR PROJECT -- IN EARLIEST POSSIBLE STAGE -- IS IMPORTANT ELEMENT TO SUCCESS. THIS PARTICULARLY TRUE OF COURSE IF FMG APPROVAL IS NEEDED AS PART OF EXTERNAL LOAN PACKAGE.

3. IN CASE OF RIVERS STATE TV/RADIO STATION (SEE REF. A) APPARENTLY NEGATIVE ATTITUDE OF FMG WAS MAJOR FACTOR IN FAILURE OF PAGE AND RIVERS STATE TO ARRIVE AT ACCEPTABLE EXTERNAL FINANCING ARRANGEMENT. NOT ONLY DID FMG DECLINE TO GUARANTEE RIVERS STATE LOAN FOR EXIM PURPOSES (THUS KILLING EXIM LOAN),
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PAGE 02 LAGOS 03942 071650Z

BUT THERE WERE INDICATIONS THAT FMG WOULD NOT EVEN GO SO FAR AS

GUARANTEE FOREIGN EXCHANGE AVAILABILITY FOR LOAN REPAYMENT IN
EVENT COMMERCIAL FINANCING COULD BE ARRANGED.

4. QUESTION IS WHETHER FMG IS OPPOSED TO STATE-CONTROLLED
TV/RADIO PROJECTS IN PRINCIPLE, OR SIMPLY TO RIVERS STATE PROJECT
AS PRESENTED BY PAGE AND STATE AUTHORITIES. EMBASSY IS AWARE THAT
OTHER STATES ARE IN ADVANCED PLANNING STAGE FOR SIMILAR
PROJECTS, BUT IS NOT YET CLEAR TO US WHETHER FMG SUPPORT HAS BEEN
SOLICITED AND/OR RECEIVED. WE HOPE TO DEVELOP MORE INFORMATION
IN THIS REGARD PRIOR TO STOTSKY'S ARRIVAL AND WILL EXPLORE
QUESTION WITH HIM AT THAT TIME.

5. IN MEANTIME, WE SUGGEST STOTSKY TOUCH BASE WITH PAGE'S
INTERNATIONAL FINANCE MANAGER, (RONALD KORNEILL, BASED IN VIENNA,
VIRGINIA HEADQUARTERS) PRIOR TO HIS DEPARTURE FOR LAGOS, IF HE
HAS NOT ALREADY DONE SO. PRIMARY CONTACT OFFICER AT EMBASSY WILL
BE FSO STEVE BLODGETT.

6. FOR IBADAN AND KADUNA: WOULD APPRECIATE ANY INFORMATION YOU
CAN OBTAIN RE PARA 4 ABOVE, AND ON EXTERNAL FINANCING ARRANGE-
MENTS PLANNED FOR STATE TV FACILITIES REPORTEDLY TO BE DEVELOPED
IN NORTHEASTERN, NORTHWESTERN, BENUE PLATEAU, AND KWARA STATES.
REFTELS BEING REPEATED TO YOU.
REINHARDT

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TELEVISION STATIONS, RADIO STATIONS, PROGRAMS (PROJECTS), CONTRACTS, VISITS
Control Number: n/a
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Draft Date: 07 MAY 1974
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Disposition Approved on Date:
Disposition Authority: golinofr
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Handling Restrictions: n/a
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To: STATE
Type: TE
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